# factories list auction dates

### American Motors

May 13—Aptco Auto Auction, Taylor, Mich., and High Point Auto Auction, High Point, N.C.

May 14—Columbus Fair Auto Auction, Columbus, Ohio, and Mid States Auto Auction, South Bend

May 15—Todd Auto Auction, Telford, Pa.; Evansville Auto Auction, Evansville, Ind., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

May 16—Floyd Hauhe Auto Auction, Bridgeton, Mo.

### Chrysler Corp.

May 13—Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich.; Arena Auto Auction, Chicago; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Golden Gate Auto Auction, Fremont, Calif., and NuCarPrep System, Santa Fe Springs, Calif.

May 14—Butler Auto Auction, Gibsonia, Pa.; Sand Mountain Auto Auction, Boaz, Ala., and Minneapolis Auto Auction, Plymouth, Minn.

May 15—Northway Exchange, Inc., Clifton Park, N.Y., and Clanton's Auto Auction, Darlington, S.C.

### Ford Motor Co.

May 14—Lakeland Auto Auction, Lakeland, Fla., and Brasher's Southern California Auto Auction, Fontana, Calif.

May 15—Aptco Auto Auction, Taylor, Mich.; Denver Auto Auction, Englewood, Calif.; Skyline Auto Exchange, Fairfield, N.J., and 166 Auto Auction, Springfield, Mo.

### General Motors

May 13—South Seattle Auto Auction, Kent, Wash., and Southern Auto Auction, East Windsor, Conn.

May 14—Clanton's Auto Auction, Darlington, S.C., and Indianapolis Auto Auction, Indianapolis

May 15—Big H Auto Auction, Houston; Butler Auto Auction, Gibsonia, Pa., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

**Used Car Sales**
Auction Averages

| | |
|---|---|
| May to date | $5,118 |
| Month ago | $5,000 |
| Year ago | $5,263 |

**Model Breakdown**
Auction Averages

| | MAY 1986 | APR. 1986 | MAR. 1986 |
|---|---|---|---|
| 1986 .... | $11,799 | $11,490 | $10,173 |
| 1985 .... | $8,775 | $8,803 | $8,774 |
| 1984 .... | $6,394 | $6,303 | $6,243 |
| 1983 .... | $5,582 | $5,515 | $5,378 |
| 1982 .... | $4,347 | $4,308 | $4,213 |
| 1981 .... | $3,461 | $3,436 | $3,382 |
| 1980 .... | $2,527 | $2,515 | $2,477 |
| 1979 .... | $2,282 | $2,199 | $2,248 |
| Overall Average | $5,118 | $5,093 | $4,932 |

# used-car auction directory

**NEW YORK**

NORTHWAY EXCHANGE, INC.
DEALERS AUTO AUCTION
EVERY THURSDAY
11:30 A.M. SHARP
(518) 371-7500
Route 146
P.O. Box 440
Clifton Park, N.Y. 12065
"Our Service Does Not Cost — It Pays"

**OHIO**

**Ohio Auto Auction.** The Tuesday sale. 3905 Jackson Pike, Columbus, Ohio. Call: 614-871-2771

**OHIO**

**Wednesday Auto Auction.** Exit 49 on I-270. Columbus, Ohio. Every Wednesday. Call: Area 614-497-2000.

**OHIO**

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1:30 SHARP!
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SCRANTON — WILKES-BARRE
AUTO DEALERS EXCHANGE INC.
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**PENNSYLVANIA**

GARDEN SPOT AUTO AUCTION
EPHRATA, PA.
SALE TUESDAY, 10:30 A.M.
FULL SERVICE AUCTION
Out of state fleet & lease accounts welcome
Contact: J. Omar Landis, Jim Landis
P.O. BOX 501, EPHRATA, PA. 17522
717-733-7917

**PENNSYLVANIA**

PADE Every Wednesday
SERVING DEALERS AND FLEETS SINCE 1957
Pennsylvania Auto Dealers' Exchange, Inc.
P.O. BOX 41 YORK, PA 17405
PHONE (717) 266-6611

**CANADA**

THE CANADIAN STOCK EXCHANGE

CANADA'S LARGEST AND FASTEST GROWING AUTO AUCTION CORPORATION

MONTREAL AUTO AUCTION
325 rue Norman
Ville St-Pierre
P.Q., Canada H8R 1A3
Phone (514) 483-6000
WEDNESDAY 10:00 A.M.

ONTARIO AUTO AUCTION
406 Lake Ave North
Hamilton, Ontario
Canada L8E 3C2
Phone (416) 560-4851
MONDAY 9:00 A.M.
THURSDAY 10:00 A.M.

HALIFAX/DARTMOUTH AUTO AUCTION
15 Notting Court, Burnside Industrial Park, Dartmouth
N.S., Canada B3B 1N2
Phone (902) 465-3373
TUESDAY 10:00 A.M.

VANCOUVER AUTO AUCTION
12742 King George Hwy
Surrey, British Columbia
Canada V3V 3K5
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THURSDAY 10:00 A.M.

At your service from coast to coast! Well over 2000 cars & trucks every week. Over 12000 registered dealers... Call now!

**OREGON**

**Portland Auto Auction.** Fleet & lease accts. welcome, repos, etc. The West's best. Call: Bert, 503-286-3000. 3000 No. Hayden Island, Portland, Oregon 97217.

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Hatfield Auto Auction
Route 309, Box 309
Hatfield, Pa.
FLEET & LEASE
From quick pickup to condition report to recon to sale. 21 years servicing the industry. Contact: Nelson Floyd, Paul Cleveland or Mort Gelb.
215-822-1935
Sale Every Tuesday, 11 A.M.

**SOUTH CAROLINA**

**Bruce Auto Auction & Recon Center**—Fleet and Lease car and truck disposal our thing. AAA credit. 803-242-3090, Greenville, South Carolina.

**SOUTH CAROLINA**

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**TEXAS**

**Fort Worth Auto Auction,** 2245 Jacksboro Hwy., Ft. Worth, TX 76114. Sale every Thursday. Contact: Frank Post, 817-626-5494.

**VIRGINIA**

Jim Wheatley's
Harrisonburg Auto Auction

**WASHINGTON**

**So. Seattle Auto Auction.** The lease & Fleet Specialists. Tom Chase, 1-800-872-6800. P.O. Box 5189, Kent, Washington 98064.

**WISCONSIN**

**Metro Milwaukee Auto Auction.** Sale every Wednesday. FMC, all leasing, AMC. 414-835-4436, Caledonia, Wisconsin.

**1985 ALLIANCE/ENCORE MODELS**
**BUY 3 OR MORE & GET A**
**$500 CASH REBATE**

**OVER A MINIMUM QUALIFIER OF 3 PURCHASES (3 CARS = $1,500 REBATE)**

ALL VEHICLES ARE RECONDITIONED & FRONT-LINE READY

**AUTO, AIR, STEREO, STEERING, BRAKES**

**AUCTION SCHEDULE**

**May 13**
Aptco A.A.
Taylor, MI 48180
313/285-7300

**May 14**
Columbus A.A.
Columbus, OH 43207
614/497-2000

High Point A.A.
High Point, NC 27261
919/886-7091

**May 15**
Todd A.A.
Telford, PA 18969
215/721-1300

**May 16**
Floyd Hauhe A.A.
St. Louis, MO 63044
314/739-1300

Evansville A.A.
Evansville, IN 47714
812/425-4576

Minneapolis Northstar A.A.
Shakopee, MN 55379
612/445-5544

**WHOLESALE BUYERS CALL 800/521-4300**
**ASK FOR RICK REDMONDO OR BLAINE JENKS**

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Hatfield
Auto Auction
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**21ST ANNIVERSARY SALE**
11 AM — MAY 20

**1000 plus cars!**

- 250 CHRYSLER CORP. CARS
- 150 GM BRASS HAT CARS
- FORD MOTOR CREDIT CARS
- JIFFY CARS
- CONSIGNED AUTOMOBILES
- REPOS. FROM LOCAL BANKS and MAJOR LENDING INSTITUTIONS

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must be present to win

**TWO 25" CONSOLE TV's**
one to high buyer
one to high consignor

*Antique Car Exhibit*
*Preview Cocktail Party — Monday the 19th*
*Champagne Breakfast beginning at 9:00 am*
*Gifts for All Attending Dealers*

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AIRPORT PICK-UP/HOTEL ACCOMMODATIONS

# classifieds

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**NEEDED**
**30 SUBARUS**
**Budget Rent-A-Car**
Call collect: Cal Hartline
**215-345-4661**

**WANTED**
*NEW & USED*
**TOYOTAS**
ALL MODELS
**LIST PRICES PAID**
With or without RDR cards
Call CHARLES BARRETT
914-698-8120

**MIDWEST DEALER** will pay the highest prices for 1984/85 police cars, any make. Bank and dealer references furnished. Call: Joe Vaught anytime at 1-800-325-8645; Kansas, 913-788-8815.

*WANTED*
**NEW**
**SUBARUS**
With or without cards
**SAABS**
Call Ron Wolff
**1-800-328-5714**

*WANTED*
**MITSUBISHI**
**CARS & TRUCKS**
Up To $1,000
Over Invoice
214-357-7200
Ask for Rick
METROPLEX MITSUBISHI

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**MERCEDES-BENZ**
For Our Lease Customers
WE NEED 1986
560 SEL's & SEC's
420 SEL's & 300 E's
We also will buy new 1985 MERCEDES
380 SL's, 500 SEL's & 300 D's
MB North American Cars Only
ALSO
**New 944 PORSCHES**
ALSO
NEW JAGUARS
Used MERCEDES
Used ROLLS ROYCE
We Will Travel To Purchase These Cars
Contact: Ray or Bob at
Touch of Class Leasing Co.
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CARS WANTED

**BMW'S WANTED**
Will Transport
All 3-, 5-, 6- & 7-Series — No 524's
*No brokers please*
Call Ed King, Jr.
**KING BMW**
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Inside N.J. 1-201-462-0042

**WANTED**
**NEW 1985 RIVIERAS**
Top Dollar Paid
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**Andy Sims Buick, Inc.**
**216-526-1900**

**WANTED**
**ALL USED**
**POLICE CARS**
*WILL TRAVEL ANYWHERE*
**TOP PRICES PAID**
Call MARVIN 212-681-0400
Collect Toll Free
*We're #1 in the industry*
WE WILL NOT BE OUT-BID
on 1984's or 1985's

*WANTED*
**TOP DOLLAR PAID**
ANY YEAR STRETCH LIMOUSINES
USED MERCEDES BENZ
& ROLLS ROYCES
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**NEW TOYOTAS WANTED**
We Will Pay Highest Prices
Over Invoice
Call Jackie White or Frankie DeChiaro
**DELRAY TOYOTA**
DELRAY BEACH, FLORIDA
305-276-5000

**NEW**
**SUBARUS**
**WANTED**
**CARS & BRATS**
With or without cards
***WILL PAY TOP DOLLAR***
Call:
**BOLINGBROOK SUBARU**
**312-759-2886**
Ask for **Jeff Entratter**

CARS WANTED

**MAZDAS**
WE PAY HIGHEST PRICES
OVER INVOICE
Call
DELRAY MAZDA
Contact: Michael Smock
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**LIMOUSINES WANTED.** Stretch Cadillac and Lincoln. Frank Corrente, Frank Corrente's Cadillac Corner, Hollywood, California, 213-656-5023.

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**TOYOTAS**
*WANTED*
List Price Paid
CARS & 4x4 TRUCKS
DENIS DAGGER
SOUTH SHORE TOYOTA
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**TOYOTAS WANTED**
Highest Prices Paid
Must Have RDR'S
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WE PAY HIGHEST PRICES
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STUART NISSAN
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*Wanted*
**ALFA ROMEO**
**MILANO'S**
Will Pay $1,000 Over Invoice
**University Motorcars**
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*TOP DOLLAR PAID*
For
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**VOYAGERS**
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With NVDR's
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***VOLVOS WANTED***
***All Models***
***Over Invoice Paid***
**H. B. LANTZSCH VOLVO**
**Pete Banholzer**
**703-591-1820**

**WANTED**
**1986**
**TOYOTAS**
CARS & TRUCKS
*TOP PRICES PAID*
With or Without RDR Cards
Call Frank Delvecchio
HALLISSY
WORLD OF CARS
Lower Mainland
617-456-8000

CARS WANTED

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List Price Paid
Cars, 4X4 Trucks
Call: Ken Taylor
ROYAL TOYOTA, INC.
Vineland, New Jersey
609-692-2210

**MERCEDES, BMW, PORSCHES, Volvos wanted.** Will pick up anywhere. John Weiss, Brentwood Ferrari, St. Louis, 314-962-6001.

**WANTED: NICE, low mileage BMW, Mercedes,** Porsche, Volvo, etc. with no damage history. Call Terry Simpson, The Autostore, Bowling Green, Kentucky. 502-781-3681. No gray market cars.

*NEW*
**NISSANS WANTED**
Highest Price Paid
Over Factory Invoice
With RDR Cards
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PEPE NISSAN INC.
609-451-5200

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**8 TO 5,000**
Any make or model, current year models only, MSO or titled, with or without warranty certs, in zone or out of zone. Turn your inventory into cash, NOW . . . and do it YOUR WAY. We currently pay over invoice for Mercedes, Porsche, BMW, Volvo, Jaguar, Datsun, Honda, Toyota, Mazda and Subaru. Some models we pay over list. Prices are negotiable at or below invoice on all other cars and trucks.
**205-271-2330**
**DIVERSIFIED VEHICLE MANAGEMENT CORPORATION**

# Dealer total off 25

Continued from Page 1

ual corporations and car lines and for the industry as a whole.

About two-thirds of the domestic dealers also handle an imported line. Nearly 10,000 Chevrolet, Chysler Corp. and Lincoln-Mercury dealers have a captive import, and some 3,500 others carry an independent import.

Chrysler Corp. kept alive its string of 14 consecutive quarters without a decline. The streak began in the fourth quarter of 1982, and the company has added 376 dealers since then.

By comparison, in the 14 quarters before the upturn began, Chrysler suffered a loss of 1,110 outlets.

Franchise totals were steady or rising for most makes. Of the 14 makes included in the domestic census, seven showed gains for the quarter and four were unchanged.

Oldsmobile, up 10, added the most franchises. Also advancing were Lincoln, up seven; Dodge, six; Pontiac, five; Plymouth, four; Chrysler, two, and Mercury, one. AMC, Buick, Chevrolet and Volkswagen reported no change for the quarter.

There were declines of 20 for Ford, five for Cadillac and one for Renault.

Chrysler Corp. had 4,005 car dealers on April 1, up two from the beginning of the year. Chrysler climbed above 4,000 in the fourth quarter of 1985, the first time it had achieved that total since mid-1980.

Franchise counts at the beginning of April were: Chrysler, 3,051; Plymouth, 3,013, and Dodge car, 2,933.

Chrysler Corp. has three dealerships that handle only Dodge trucks. They are not included in the corporation's car-dealership total or in the Dodge car-franchise figure.

Ford Motor Co. had 5,501 car outlets on April 1, compared with 5,517 at the beginning of the year. The dip of 16 was about the same as the decline of 11 in the first quarter of 1985.

The April franchise numbers were 4,662 for Ford, 2,748 for Mercury and 1,605 for Lincoln. Lincoln's total is only five less than Cadillac's. A year ago, Lincoln was 24 behind GM's luxury-car division.

Not counted in the Ford Motor Co. dealership total or the Ford Division car-franchise total are 116 dealerships that handle only Ford heavy-duty trucks.

GM's car-dealership figure was 9,825 on April 1, just five below the Jan. 1 number.

Franchise counts also were steady, as noted above. The April 1 totals were: Chevrolet, 5,050; Oldsmobile, 3,200; Pontiac, 2,985; Buick, 2,960, and Cadillac, 1,610.

GM's dealership total is 10,405 including GMC truck dealers that do not handle any of the company's car lines.

The dealership count for AMC-Renault was 1,420 on April 1, only one less than at the beginning of the year. The first-quarter steadiness followed a gain of six in the final three months of 1985.

Latest franchise totals were 1,368 for AMC and 1,317 for Renault.

The AMC-Renault dealer organization is made up primarily of outlets that handle both makes—1,266 of the 1,420 stores, or 89 percent, stock both lines of cars.

AMC has 731 duals with Big Three car lines and Renault is included in 90 percent of them. Another 72 AMC dealers have VW, and Renault is involved in about half of those combinations.

Volkswagen had 877 dealers on April 1; its total was unchanged for the second consecutive quarter. VW has about 150 duals with other makes of U.S. cars, unchanged from Jan. 1.

Looking back a year, the 20,648 domestic-car dealerships is down 216 from 20,864 on April 1, 1985. Chrysler, up 16, shows the only increase.

There were dips of 17 for VW, 42 for AMC-Renault, 52 for Ford Motor and 120 for GM. A one-outlet change in the number of intercorporate duals brought the decline for the industry to 216.

# obituaries

### Robert Roethlisberger

DALLAS—Robert Roethlisberger, 40, co-owner of European Auto Group, died April 23. Late last year, Mr. Roethlisberger spent $5 million to purchase 85 Rolls-Royces owned by Bhagwan Shree Rajneesh, leader of a religious cult, who was forced to leave the U.S. because of immigration law violations. More than half of the cars have been sold for prices ranging from $85,000 to $100,000.

### Verne Johnson

COLORADO SPRINGS—Verne Johnson, 76, founder of Johnson Pontiac, Inc., and past president of the Colorado Automobile Dealers Assn., died April 13. Mr. Johnson began working in the auto industry in the early 1930s. He was with General Motors before opening his dealership in 1952. His son Steve took over the business in 1976.

### Charles Landis Bricker

BIRMINGHAM, Mich.—Charles Landis Bricker, chairman of Landis Manufacturing Co., Ferndale, died April 22. He was 73. He founded the auto parts manufacturing firm in 1941.

### Robert H. Savage

BRIDGEPORT, Conn.—Robert H. Savage, 89, a former director of investor relations for Chrysler Corp., died April 30. He had been with Chrysler from 1955 to 1964. He also was a reporter and editor for the Wall Street Journal and a vice president and director of investor relations for ITT Corp.

# Production

| U.S. CAR | Week Ended May 10, 1986 | Week Ended May 11, 1985 | Week Ended May 3, 1986 | April Total | Jan. 1, to May 11, 1985 | Jan. 1, to May 10, 1986 |
|---|---|---|---|---|---|---|
| AMERICAN MOTORS | 2,000 | 0 | 0 | 3,990 | 36,491 | 18,543 |
| Renault Total | 2,000 | 0 | 0 | 3,990 | 36,491 | 18,543 |
| Alliance | 1,700 | 0 | 0 | 3,434 | 21,878 | 16,145 |
| Encore | 300 | 0 | 0 | 556 | 14,613 | 2,398 |
| CHRYSLER CORP. | 22,300 | 29,933 | 24,047 | 116,943 | 514,465 | 522,250 |
| Plymouth Total | 7,900 | 8,612 | 8,196 | 34,793 | 150,445 | 149,624 |
| Horizon | 3,600 | 3,205 | 3,197 | 13,679 | 53,400 | 57,196 |
| Reliant | 3,300 | 3,941 | 3,686 | 14,705 | 68,361 | 65,517 |
| Caravelle | 600 | 1,097 | 935 | 4,444 | 21,548 | 20,955 |
| Gran Fury | 400 | 369 | 380 | 1,965 | 7,136 | 5,956 |
| Chrysler Total | 5,800 | 9,864 | 6,575 | 37,248 | 169,502 | 179,284 |
| LeBaron | 2,000 | 1,950 | 2,198 | 9,709 | 41,883 | 44,817 |
| LeBaron GTS | 0 | 2,556 | 0 | 4,746 | 34,992 | 26,930 |
| Laser | 600 | 1,321 | 808 | 4,031 | 20,254 | 19,925 |
| New Yorker/E-Class | 1,200 | 1,558 | 1,438 | 6,534 | 27,973 | 36,075 |
| Fifth Avenue | 2,000 | 2,479 | 2,131 | 12,228 | 44,400 | 51,537 |
| Dodge Total | 8,600 | 11,457 | 9,274 | 44,902 | 194,518 | 193,342 |
| Omni | 3,200 | 2,967 | 3,092 | 13,346 | 55,561 | 57,143 |
| Aries | 2,200 | 3,341 | 2,396 | 10,537 | 54,395 | 47,533 |
| Daytona | 1,000 | 1,309 | 1,191 | 5,532 | 17,829 | 19,578 |
| Dodge 600 | 1,600 | 1,431 | 1,761 | 8,246 | 27,498 | 32,255 |
| Lancer | 0 | 1,687 | 0 | 3,247 | 26,237 | 24,637 |
| Diplomat | 600 | 702 | 834 | 3,994 | 12,998 | 12,196 |
| FORD MOTOR | 39,005 | 37,606 | 39,278 | 178,732 | 667,921 | 679,868 |
| Ford Division | 27,544 | 25,379 | 27,045 | 122,174 | 443,569 | 464,971 |
| Escort | 8,036 | 7,530 | 8,476 | 38,140 | 117,766 | 149,837 |
| Mustang | 4,590 | 4,252 | 4,004 | 18,331 | 67,609 | 74,811 |
| LTD | 0 | 5,753 | 0 | 0 | 95,258 | 0 |
| Taurus | 6,915 | 0 | 6,754 | 32,244 | 0 | 99,128 |
| Thunderbird | 3,610 | 3,913 | 3,701 | 15,335 | 80,237 | 64,606 |
| Crown Victoria | 0 | 0 | 0 | 0 | 7,122 | 0 |
| EXP | 0 | 0 | 0 | 0 | 3,838 | 0 |
| Tempo | 4,303 | 3,915 | 4,110 | 18,124 | 71,739 | 76,589 |
| L-M Division | 11,461 | 12,227 | 12,233 | 55,558 | 224,352 | 214,897 |
| Mercury Total | 7,784 | 9,302 | 8,589 | 39,755 | 161,342 | 145,946 |
| Lynx | 1,414 | 1,716 | 1,193 | 5,388 | 27,761 | 24,219 |
| Capri | 0 | 6 | 306 | 1,755 | 7,187 | 6,139 |
| Marquis | 0 | 3,221 | 0 | 0 | 46,996 | 0 |
| Sable | 2,953 | 0 | 3,306 | 15,550 | 0 | 47,296 |
| Cougar | 2,388 | 3,127 | 2,444 | 11,222 | 52,493 | 44,464 |
| Grand Marquis | 0 | 0 | 0 | 0 | 4,733 | 0 |
| Topaz | 1,029 | 1,232 | 1,320 | 5,840 | 22,172 | 23,828 |
| Lincoln Total | 3,677 | 2,925 | 3,664 | 16,803 | 63,010 | 68,951 |
| Continental | 409 | 525 | 410 | 1,876 | 11,417 | 7,818 |
| Lincoln | 2,760 | 2,072 | 2,746 | 12,601 | 44,632 | 51,721 |
| Mark VII | 508 | 328 | 508 | 2,326 | 6,961 | 9,412 |
| GENERAL MOTORS | 86,735 | 103,416 | 91,522 | 396,516 | 1,904,740 | 1,684,029 |
| Buick Total | 17,884 | 21,876 | 17,565 | 72,000 | 379,247 | 280,895 |
| Skylark (X-car) | 0 | 0 | 0 | 0 | 40,953 | 0 |
| Skyhawk | 1,830 | 2,398 | 1,894 | 8,305 | 40,664 | 32,949 |
| Somerset/Skylark | 2,590 | 2,688 | 2,557 | 10,620 | 48,105 | 38,149 |
| Century | 5,370 | 6,879 | 6,022 | 25,676 | 92,442 | 93,809 |
| Regal | 2,047 | 3,095 | 1,545 | 5,157 | 43,633 | 19,575 |
| Wagon/LeSabre (rwd) | 350 | 3,224 | 300 | 1,266 | 52,973 | 5,173 |
| LeSabre | 3,330 | 0 | 3,168 | 11,671 | 0 | 41,435 |
| Riviera | 802 | 1,468 | 658 | 2,617 | 24,730 | 8,576 |
| Electra | 1,565 | 2,124 | 1,441 | 6,688 | 35,747 | 41,229 |
| Cadillac Total | 8,557 | 6,970 | 8,108 | 31,365 | 142,500 | 119,584 |
| Cimarron | 640 | 663 | 623 | 2,706 | 10,930 | 9,968 |
| Seville | 746 | 641 | 634 | 2,418 | 15,801 | 7,098 |
| Eldorado | 746 | 1,261 | 609 | 2,428 | 29,318 | 8,515 |
| Cadillac (rwd) | 2,400 | 1,379 | 2,178 | 8,626 | 21,271 | 32,333 |
| DeVille (fwd) | 4,025 | 3,126 | 4,064 | 15,187 | 65,180 | 61,670 |
| Chevrolet Total | 23,909 | 34,327 | 27,677 | 119,906 | 662,486 | 542,286 |
| Chevette | 0 | 3,625 | 2,214 | 10,789 | 80,472 | 43,101 |
| Cavalier | 8,624 | 11,077 | 8,718 | 36,239 | 186,439 | 160,621 |
| Celebrity | 5,635 | 5,183 | 5,470 | 23,901 | 110,583 | 112,926 |
| Camaro | 2,835 | 5,076 | 4,947 | 20,134 | 88,235 | 80,389 |
| Citation | 0 | 0 | 0 | 0 | 28,697 | 0 |
| Monte Carlo | 2,485 | 2,621 | 2,164 | 9,599 | 60,161 | 44,371 |
| Chevrolet | 3,690 | 5,755 | 3,523 | 16,283 | 111,474 | 90,757 |
| Corvette | 640 | 990 | 641 | 2,963 | 16,425 | 10,121 |
| Oldsmobile Total | 20,281 | 24,704 | 20,661 | 97,847 | 476,757 | 426,189 |
| Firenza | 570 | 1,107 | 415 | 4,645 | 26,025 | 19,207 |
| Cutlass Supreme | 1,973 | 5,916 | 2,463 | 13,122 | 81,877 | 69,671 |
| Cutlass Ciera | 4,880 | 6,844 | 4,904 | 20,936 | 143,696 | 103,613 |
| 88 (rwd) | 510 | 4,431 | 388 | 1,529 | 90,712 | 8,496 |
| 88 (fwd) | 8,472 | 0 | 8,218 | 36,921 | 0 | 123,687 |
| Olds 98 | 1,780 | 2,711 | 1,597 | 9,066 | 54,645 | 46,618 |
| Calais | 2,210 | 3,058 | 2,195 | 9,745 | 61,181 | 50,712 |
| Toronado | 586 | 637 | 481 | 1,892 | 16,620 | 6,185 |
| Pontiac Total | 15,404 | 15,539 | 17,491 | 75,396 | 243,750 | 313,075 |
| Acadian** | 0 | 273 | 623 | 2,291 | 5,292 | 6,131 |
| 2000 Sunbird | 3,116 | 3,357 | 3,000 | 13,143 | 51,864 | 53,550 |
| 1000 | 0 | 520 | 1,126 | 1,711 | 11,424 | 9,808 |
| Firebird | 1,505 | 2,647 | 2,649 | 10,733 | 46,372 | 43,006 |
| 6000 | 3,255 | 1,592 | 2,775 | 12,927 | 14,298 | 57,144 |
| Parisienne | 990 | 1,705 | 1,471 | 6,540 | 25,549 | 31,053 |
| Fiero | 1,758 | 2,405 | 1,068 | 6,912 | 42,344 | 29,826 |
| Grand Am | 4,260 | 3,040 | 4,777 | 21,139 | 46,607 | 82,557 |
| HONDA | 4,...0 | 3,207 | 3,827 | 16,772 | 60,853 | 68,179 |
| NISSAN | 0 | 625 | 0 | 0 | 3,325 | 21,517 |
| NUMMI* | 3,600 | 875 | 3,900 | 18,106 | 3,515 | 65,908 |
| VOLKSWAGEN | 2,000 | 2,273 | 2,036 | 8,822 | 37,282 | 32,646 |
| Total Cars, U.S. | 159,740 | 177,935 | 164,310 | 739,881 | 3,228,572 | 3,092,940 |
| Total Cars, Canada | 25,668 | 24,763 | 24,507 | 110,351 | 380,031 | 425,829 |
| N. American Cars | 185,408 | 202,698 | 188,817 | 850,232 | 3,608,603 | 3,518,769 |
| N. American Trucks | 90,978 | 95,815 | 92,670 | 411,943 | 1,613,985 | 1,672,958 |
| North American Cars and Trucks | 276,386 | 298,513 | 281,487 | 1,262,175 | 5,222,588 | 5,191,727 |

*—Revised estimate. **—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.

# April car output lowest since '77

By Kathy Boyer
Detroit Reporter

Domestic auto production in April totaled 739,881 units, the lowest build for that month since the 549,322 built in April, 1977.

The month's output was 10.88 more than the 667,262 assembled in March but 2.36 percent below the year-ago month's 757,752.

The makers assembled their three-millionth car last Wednesday (May 7), five days behind 1985.

So far this year, 3,092,940 units have been built, 4.20 percent below the 3,228,572 completed last year at this time.

Last week's scheduled build of 159,740 cars was the lowest production for any full work week so far this year.

The week's output was 2.78 percent below the previous week's 164,310 and 10.23 percent below the year-ago week's 177,935.

Companies split last week's estimated production as follows: General Motors, 54.30 percent; Ford Motor Co., 24.42 percent; Chrysler Corp., 13.96 percent; Honda of America Mfg. Co., 2.57 percent; New United Motor Mfg., Inc., 2.25 percent; American Motors, 1.25 percent, and Volkswagen of America, 1.25 percent.

American Motors' Kenosha plant resumed production last week after being idle for inventory adjustment.

Nissan's car line in Smyrna, Tenn., remains down to prepare for production of the Sentra four-door.

Due to a parts shortage, the Capri line at Ford's Dearborn plant was down last week.

GM announced it will add 3,000 Fleetwood Broughams to production at its Clark Avenue (Detroit) plant during the rest of the 1986 model run.

GM's Lakewood (Ga.) plant resumes output today (May 12). The plant was down for one week to adjust inventory.

Neither GM nor Ford scheduled overtime Saturday (May 10). Chrysler slated Saturday overtime at its Belvidere (Ill.) plant.

Belvidere and the Newark (Del). plant are scheduled for daily overtime this week (May 12).

## April truck production sets record

Domestic production of 326,282 trucks during April was the highest output ever for that month.

The previous record was set in April, 1978, when 315,994 trucks were built.

Last month's total was 12.90 percent more than the 289,001 assembled in March and 8.73 percent more than the year-ago month's 300,091.

Last week's estimated output of 71,806 units was 2.50 percent below the previous week's 73,645 and 6.27 percent below the year-earlier 76,609.

Year-to-date, 1,322,343 trucks have been built, 3.58 percent more than the 1,276,591 completed last year at this point.

Ford Motor Co. slated Saturday (May 10) overtime at its Twin Cities plant.

Chrysler Corp.'s Warren (Mich.) plant is scheduled for daily overtime this week (May 12).

## Canadian trucks reach peak output

Building 85,661 trucks in April, Canadian makers reached their highest month's output ever.

It topped the previous record of 80,245, set in November, 1985.

Last month's production was 7.86 percent more than the 79,419 assembled a month earlier and 10.66 percent more than the 77,412 built a year earlier.

Last week's targeted output of 19,172 trucks was 0.77 percent more than the previous week's 19,025, but 0.18 percent below the year-ago week's 19,206.

Year-to-date, 350,615 units have been built, 3.92 percent more than the 337,394 assembled last year at this point.

April production of 110,351 cars was the highest for that month since 1977, when 113,993 cars were assembled.

April's auto output was also the highest for any month since November, 1984, when 115,428 units were produced.

The estimated build of 25,668 cars last week was the highest week's production since the 26,733 units built the week of Dec. 14, 1985.

Last week's production was 4.74 percent more than the previous week's 24,507 and 3.65 percent more than the year-ago week's 24,763.

So far this year, 425,829 cars have been assembled, 12.05 percent more than the 380,031 completed last year at this time.

### Suzuki's India venture tops output goal for '85

TOKYO—Suzuki Motor Co. said Maruti Udyog, Ltd., its vehicle-production joint venture with the Indian Government, more than doubled its production in fiscal 1985 to 51,569 units, surpassing the target of 40,000.

Maruti, which began production in December, 1983, is expanding facilities to boost its annual output capacity to 100,000 units by fiscal 1987.

| CANADIAN CAR | Week Ended May 10, 1986 | Week Ended May 11, 1985 | Week Ended May 3, 1986 | April Total | Jan. 1, to May 11, 1985 | Jan. 1, to May 10, 1986 |
|---|---|---|---|---|---|---|
| AMERICAN MOTORS | 120 | 410 | 110 | 494 | 4,266 | 2,238 |
| FORD MOTOR | 11,643 | 11,346 | 11,230 | 50,099 | 185,577 | 207,283 |
| GENERAL MOTORS | 13,680 | 12,782 | 12,942 | 58,723 | 185,099 | 212,287 |
| VOLVO | 225 | 225 | 225 | 1,035 | 4,089 | 4,021 |
| Total Cars, Canada | 25,668 | 24,763 | 24,507 | 110,351 | 380,031 | 425,829 |

| U.S. TRUCK☆ | Week Ended May 10, 1986 | Week Ended May 11, 1985 | Week Ended May 3, 1986 | April Total | Jan. 1, to May 11, 1985 | Jan. 1, to May 10, 1986 |
|---|---|---|---|---|---|---|
| CHEVROLET | 21,364 | 28,211 | 24,438 | 108,725 | 436,272 | 456,009 |
| DODGE | 1,400 | 4,536 | 1,912 | 6,141 | 77,826 | 8,440 |
| FORD | 30,627 | 25,834 | 29,904 | 136,319 | 451,726 | 541,938 |
| GMC | 7,145 | 8,756 | 6,706 | 32,926 | 132,151 | 135,473 |
| NAVISTAR | 1,600 | 1,668 | 1,306 | 6,900 | 30,353 | 27,809 |
| JEEP | 3,500 | 4,435 | 3,469 | 12,821 | 74,345 | 72,753 |
| NISSAN | 3,820 | 1,260 | 3,560 | 13,308 | 38,804 | 37,399 |
| AM GENERAL* | 50 | 50 | 50 | 220 | 920 | 922 |
| MISCELLANEOUS* | 2,300 | 1,739 | 2,300 | 9,120 | 34,194 | 41,600 |
| Total Trucks, U.S. | 71,806 | 76,609 | 73,645 | 326,282 | 1,276,591 | 1,322,343 |

| CANADIAN TRUCK | Week Ended May 10, 1986 | Week Ended May 11, 1985 | Week Ended May 3, 1986 | April Total | Jan. 1, to May 11, 1985 | Jan. 1, to May 10, 1986 |
|---|---|---|---|---|---|---|
| AMERICAN MOTORS | 840 | 0 | 841 | 3,903 | 0 | 7,488 |
| CHRYSLER | 8,704 | 8,900 | 8,588 | 37,718 | 157,090 | 162,089 |
| FORD | 3,648 | 3,622 | 3,572 | 16,075 | 65,709 | 65,413 |
| GENERAL MOTORS | 5,760 | 6,301 | 5,815 | 26,936 | 110,082 | 111,930 |
| NAVISTAR | 220 | 283 | 209 | 1,029 | 4,513 | 3,695 |
| Total Trucks, Canada | 19,172 | 19,206 | 19,025 | 85,661 | 337,394 | 350,615 |
| N. American Trucks | 90,978 | 95,815 | 92,670 | 411,943 | 1,613,985 | 1,672,958 |

—Includes window van production. *—Estimated
☆Includes commercial only. All General includes government-declared vehicles.
Monthly estimates may contain error of one or two units due to rounding.

## Cadillac adds 3,000 rwd cars to 1986 model run

DETROIT—Cadillac has added 3,000 Fleetwood Brougham models to its production schedule for the 1986 model year. The cars will be built by July 30.

The rear-wheel-drive car is assembled at General Motors' Clark Avenue plant here.

Cadillac previously added 6,900 front-wheel-drive DeVille and Fleetwood models, built at GM's Orion Township (Mich.) plant to its schedule.

Cadillac General Manager John O. Grettenberger said the production increases reflect strong customer acceptance of both car lines.

Cadillac said Fleetwood Brougham sales were 17,870 units from Jan. 1 to April 20, up 29 percent from 13,805 in the same period last year. DeVille and fwd Fleetwood sales were 52,205, up 44 percent from a year ago.

## Japanese output sets a record for fiscal year

TOKYO—Total vehicle production by Japanese manufacturers in fiscal 1985, which ended March 31, was a record 12,416,741 units, according to the Japan Automobile Manufacturers Assn. The former record, according to JAMA, was 11,589,202 in fiscal 1984. Car production in 1985 totaled a record 7,760,576 units, an increase of 8.6 percent from the previous year. JAMA said truck production also set a record with 4,568,420 units, up 5.1 percent, while production of buses dipped 16.4 percent for the year to 67,745 units.

Domestic shipment of vehicles during the year totaled 5,573,546, also a record, surpassing the previous mark of 5,484,068 set in fiscal 1984, JAMA said.

Exports increased an estimated 12 percent to a record of nearly6,850,000 million units, topping the old mark of 6,152,108 established in fiscal 1980, JAMA said.